

CLAIMS

1. A method for determining commission using a computer system comprising:
 - 5 obtaining one or more transactions;
 - obtaining one or more quotas that specify one or more levels;
 - obtaining one or more promotions that specify a reward for one or more of said levels;
 - calculating a performance of a recipient based on said transactions;
 - 10 determining if said recipient's performance qualifies for said promotion; and
 - determining compensation for said recipient using said promotion if said recipient's performance qualifies.
- 15 2. The method of claim 1 wherein said obtaining one or more transactions step comprises inputting one or more transactions into said computer system.
3. The method of claim 1 wherein one of said quotas further
20 specifies:
 - a time period;
 - a set of one or more eligibility rules; and
 - a performance measure.

4. The method of claim 3 wherein said performance measure provides the ability to quantify said transaction.

5. The method of claim 3 wherein one or more of said eligibility rules determines whether one of said transactions applies to said quota.

6. The method of claim 3 wherein said time period determines whether one of said transactions applies to said quota.

7. The method of claim 1 wherein said reward comprises a mathematical formula.

8. The method of claim 1 wherein said step of calculating a performance comprises:

obtaining one or more allocations for said transactions; and
adding an eligible allocation to a performance total.

9. The method of claim 8 wherein said adding an eligible allocation step comprises:

obtaining a change in performance based on said allocation; and
adding said change in performance to a performance total.

10. The method of claim 1 implemented in an object oriented environment.

25

11. The method of claim 1 further comprising defining a property that may be used in said calculating step or determining steps.

12. The method of claim 1 wherein said calculating performance
5 step is executed using parallel processing on one or more of said computer systems.

13. The method of claim 12 wherein said parallel processing comprises:
10 accumulating one or more packages containing details regarding said recipient's performance using multiple processors;
unpacking said packages into objects containing said details;
saving said objects containing details; and
aggregating said saved objects into one or more tables.

15

14. The method of claim 8 wherein said obtaining an allocation step comprises processing an allocation rule that is based on one or more properties of a business.

20 15. The method of claim 1 further comprising displaying a report of said recipient's performance.

16. A system comprising
a processor;
25 a memory coupled to said processor;

object code executed by said processor for providing at least one method for determining a commission;

said object code comprising:

a method obtaining one or more transactions;

5 a method obtaining one or more quotas that specify one or more levels;

a method obtaining one or more promotions that specify a reward for one or more of said levels;

10 a method calculating a performance of a recipient based on said transactions;

a method determining if said recipient's performance qualifies for said promotion; and

a method determining compensation for said recipient using said promotion if said recipient's performance qualifies.

15

17. The system of claim 16 wherein said method obtaining one or more transactions comprises object code comprising a method for inputting one or more transactions into said system.

20 18. The system of claim 16 wherein one of said quotas further specifies:

a time period;

a set of one or more eligibility rules; and

a performance measure.

25

19. The system of claim 18 wherein said performance measure provides the ability to quantify said transaction.

20. The system of claim 18 wherein one or more of said eligibility
5 rules determines whether one of said transactions applies to said quota.

21. The system of claim 18 wherein said time period determines whether one of said transactions applies to said quota.

10 22. The system of claim 16 wherein said reward comprises a mathematical formula.

23. The system of claim 16 wherein said method calculating a performance comprises object code comprising:
15 a method obtaining one or more allocations for said transactions; and
a method adding an eligible allocation to a performance total.

24. The system of claim 23 wherein said object code for adding an eligible allocation comprises:
20 a method obtaining a change in performance based on said allocation;
and
a method adding said change in performance to a performance total.

25. The system of claim 16 further comprising object code for defining a property that may be used in said calculating method or determining method.

5 26. The system of claim 16 wherein said method calculating performance is executed using parallel processing on one or more of said systems.

27. The system of claim 26 wherein said parallel processing
10 comprises object code comprising:

 a method accumulating one or more packages containing details regarding said recipient's performance using multiple processors;

 a method unpacking said packages into objects containing said details;

 a method saving said objects containing details; and

15 a method aggregating said saved objects into one or more tables.

28. The system of claim 23 wherein said method obtaining an allocation comprises object code processing an allocation rule that is based on one or more properties of a business.

20

29. The system of claim 16 further comprising object code displaying a report of said recipient's performance.

30. A computer program product comprising:

a computer usable medium having computer readable code embodied therein for determining a commission, said computer program product comprising:

5 computer readable code configured to cause a computer to obtain one or more transactions;

computer readable code configured to cause a computer to obtain one or more quotas that specify one or more levels;

10 computer readable code configured to cause a computer to obtain one or more promotions that specify a reward for one or more of said levels;

computer readable code configured to cause a computer to calculate a performance of a recipient based on said transactions;

computer readable code configured to cause a computer to determine if said recipient's performance qualifies for said promotion; and

15 computer readable code configured to cause a computer to determine compensation for said recipient using said promotion if said recipient's performance qualifies.

31. The computer program product of claim 30 wherein said
20 computer code configured to cause a computer to obtain one or more transactions comprises computer readable code configured to cause a computer to input one or more transactions into said system.

32. The computer program product of claim 30 wherein one of said
25 quotas further specifies:

a time period;
a set of one or more eligibility rules; and
a performance measure.

5 33. The computer program product of claim 32 wherein said
performance measure provides the ability to quantify said transaction.

 34. The computer program product of claim 32 wherein one or
more of said eligibility rules determines whether one of said transactions
10 applies to said quota.

 35. The computer program product of claim 32 wherein said time
period determines whether one of said transactions applies to said quota.

15 36. The computer program product of claim 30 wherein said reward
comprises a mathematical formula.

 37. The computer program product of claim 30 wherein said
computer code configured to cause a computer to calculate a performance
20 comprises:

 computer readable code configured to cause a computer to obtain one
or more allocations for said transactions; and

 computer readable code configured to cause a computer to add an
eligible allocation to a performance total.

25

38. The computer program product of claim 37 wherein said computer code configured to cause a computer to add an eligible allocation comprises:

computer readable code configured to cause a computer to obtain a
5 change in performance based on said allocation; and

computer readable code configured to cause a computer to add said change in performance to a performance total.

39. The computer program product of claim 30 implemented in an
10 object oriented environment.

40. The computer program product of claim 30 further comprising computer readable code configured to cause a computer to define a property that may be referenced by said computer readable code configured to cause a
15 computer to calculate or computer readable code configured to cause a computer to determine.

41. The computer program product of claim 30 wherein said computer readable code configured to cause a computer to calculate
20 performance is executed using parallel processing on one or more of said computer program products.

42. The computer program product of claim 41 wherein said parallel processing comprises:

computer readable code configured to cause a computer to accumulate one or more packages containing details regarding said recipient's performance using multiple processors;

5 computer readable code configured to cause a computer to unpack said packages into objects containing said details;

computer readable code configured to cause a computer to save said objects containing details; and

computer readable code configured to cause a computer to aggregate said saved objects into one or more tables.

10

43. The computer program product of claim 37 wherein said computer readable code configured to cause a computer to obtain an allocation comprises computer readable code configured to cause a computer to process an allocation rule that is based on one or more properties of a
15 business.

44. The computer program product of claim 30 further comprising computer readable code configured to cause a computer to display a report of said recipient's performance.

20